

Message Text

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70

ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-05 CIAE-00 COME-00 DODE-00

DOT-00 INR-07 NSAE-00 CIEP-02 FAA-00 L-03 NSC-05

SS-15 INRE-00 NSCE-00 SSO-00 /057 R

DRAFTED BY EB/OA/AVP:JKGORDON:JO

APPROVED BY EB/OA/AVP:AJWHITE

CAB - HPASWALL

EB/AN - AJRIMAS

EB/OA - MHSTYLES

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O 212151Z SEP 76

FM SECSTATE WASHDC

TO AMEMBASSY OTTAWA IMMEDIATE

UNCLAS STATE 234225

E.O. 11652: N/A

TAGS: EAIR, CA

SUBJECT: CIVAIR - NORTH ATLANTIC FARES

1. DEPT WOULD APPRECIATE EMBASSY MAKING POINTS IN
PARA 2 TO CANADIAN CIVAIR AUTHORITIES.

2. --THE UNITED STATES AERONAUTICAL AUTHORITIES ARE
GREATLY CONCERNED ABOUT THE APPARENT INABILITY OF IATA
TO SECURE AGREEMENT ON NORTH ATLANTIC FARES COMMENCING
NOVEMBER 1, 1976. WE UNDERSTAND THAT, ALTHOUGH THERE
ARE DIVERGENT VIEWS AMONG THE AIRLINES, AIR CANADA IS
INSISTENT THAT EXISTING CHARTER RATES FROM CANADA NOT
BE INCREASED, AND THUS THEY CAN ACCEPT NO INCREASE IN
THE SUPER-APEX FARES FROM CANADA. THE AIRLINE REPORTEDLY
BASES THIS POSITION ON THE NEED TO AVOID DISTORTION OF
THE RELATIONSHIP BETWEEN APEX AND CHARTER FARES.

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--THE UNITED STATES AIRLINES CONTEND THAT IF THE CANADIAN

APEX FARES ARE NOT INCREASED, THEN U.S. CARRIERS CANNOT
RAISE THEIR OWN APEX FARES TO EARN ADDITIONAL REVENUES
NEEDED TO OFFSET INCREASING COSTS.

--THE UNITED STATES AERONAUTICAL AUTHORITIES BELIEVE
EFFORTS SHOULD BE MADE TO CLOSE NORTH ATLANTIC FARES IN
A MANNER CONDUCIVE TO THE ECONOMIC VIABILITY OF ALL
AIRLINES.

3. REQUEST EMBASSY INFORM APPROPRIATE CANADIAN AUTHORITIES
IMMEDIATELY THAT U.S. AERONAUTICAL AUTHORITIES WOULD
LIKE TO MEET WITH THEIR CANADIAN COUNTERPARTS AS SOON
AS POSSIBLE TO DISCUSS SOLUTION IN LIGHT OF OUR CONCERN
AS EXPRESSED ABOVE. EMBASSY MAY INDICATE THAT CAB
OFFICIALS ARE PREPARED TO MEET IN OTTAWA WITHIN NEXT
FEW DAYS IF CANADIAN AGREEABLE. ROBINSON

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